



Insurance Institute of Ontario Kawartha/Durham Chapter

Spring 2012

Insurance Institute



Jackie Murison, CIP
Chair, Insurance Institute of Ontario
Kawartha/Durham Chapter

Chair's Report

Kawartha/Durham Chapter is now boasting membership numbers in excess of 1,000 representing a 50% growth in the past year.

Geographically Kawartha/Durham represents membership east from Trenton/Belleville to west Pickering/Ajax, with the western portion making up the majority of our membership numbers. Our membership demographic is comprised of half grads, half students; of these halves, half are brokers.

This demographic provides us with an exciting challenge both geographically and demographically, which is met by offering CIP classes at various locations and in various formats including the popular weekend

warrior. Our seminars are hosted geographically throughout our chapter to provide equal opportunity to attend. RIBO licensing courses are offered regularly in the fall of each year, to meet our broker membership need for licensing new recruits.

New this year is a Beach Volleyball Tournament, co-ordinated with the Durham Brokers Association taking place this September 5th, 2012. This event will provide our membership the opportunity to network along with a little competition between teams.

Watch for exciting news of events coming to a location near you.

Sincerely,

Jackie Murison, CIP
Chapter Chair

Kawartha/Durham Chapter Annual General Meeting

The Annual General Meeting of the Insurance Institute of Ontario Kawartha/Durham Chapter will be held at 10.00 am on June 14, 2012, at the offices on Intact Insurance, 59 Westney Road S., Unit 8, Ajax ON L1S 2C9

The following items are on the agenda:

1. Notice of Meeting
2. Report on Quorum
3. Minutes of Previous Annual Meeting and any other meetings held since the last Annual Meeting
4. Report of Committees and Other Reports and Communications
5. Report of the Chair
6. Treasurer's Report
7. Annual Financial Statements
8. Approval of Acts of Officers
9. Election of Slate of Officers
10. Appointment of Auditors
11. Other Business
12. Adjournment

Members are welcome. Please RSVP to Heather at (416) 362-8586 ext. 2222 prior to June 1, 2012.

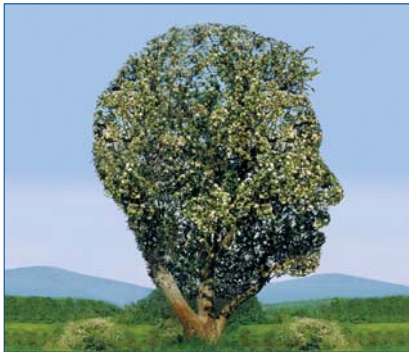
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IIO - Kawartha/Durham Chapter
18 King Street East, 16th floor
Toronto, Ontario, M5C 1C4
416-362-8586
Contact: Heather Tanner
kawarthadurhammail@insuranceinstitute.ca

Symposium 2012



Power of Information: Revolution or Evolution

Thursday April 26, 2012

7:30 a.m. – 4:00 p.m.

Toronto Board of Trade, First Canadian Place
4th Floor, 77 Adelaide St. W., Toronto, ON

Now in its 8th year, the CIP Society's Symposium is the insurance industry's premier event for insurance leaders and emerging professionals. This full day forum, Power of Information: Revolution or Evolution, features timely seminar sessions and dynamic keynote speakers and presenters.

Keynote Speakers:

Fabian Richenberger

President, Northbridge Insurance

D. Glenn Foster, B.Sc., M.Ed

Author, The Kinesic Interview technique, and How Can I Get Through to You?

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What's in a Name?

The New Kawartha/Durham Chapter

We have some exciting news to share regarding our name which has been officially changed to The Insurance Institute of Ontario - Kawartha/Durham Chapter! The decision to make this change came because of the growing membership east of the Greater Toronto Area in the Durham region and we wanted to ensure that members in this area knew that our chapter pertained not just to the Kawartha area but Durham as well.

As of June 11, 2011 when this change was officially made, we had just over 800 members, including more than 400 CIP graduates, approximately 50% of who live or work in the Durham region. The benefits of this name change include more accurate representation, recognizable and distinct and increased awareness of events/courses in the Chapter.

The Chapter continues to be served by an industry-volunteer council of brokers, adjusters and insurers, covering a large geographical area stretching east to Belleville, west to Ajax and north to Peterborough. As this Chapter continues to grow, we know that the timing of this name change couldn't have come at a better time.

Spring CIP courses

In Class Courses

C12 Insurance on Property

Location: Ajax
Start Date: April 10, 2012
Course Fees: \$586
Day of Course: Tuesdays
Exam: July 3, 2012 at 9:30 a.m.

C13 Insurance Against Liability

Location: Oshawa
Start Date: June 8, 2012
Course Fees: \$615
Weekend Warrior
Exam: July 3, 2012 at 1:30 p.m.

Virtual Classes

C81 GIE—Part 1 (8 Sessions)

Wednesday 6:30 - 8 p.m.
Starting May 9th - June 27th

C11 Principles and Practice of Ins.

Tuesday 6 - 8:30 p.m.

C12 Ins. on Property

Wednesday 6:30 - 9 p.m.

C13 Ins. Against Liability—Part 1

Tuesday 6:30 - 9 p.m.

C14 Auto Ins.—Part 1

Saturday 9 - 11:30 a.m.

C16 The Business of Ins.

Monday 6:30 - 9 p.m.

C32 Bodily Injury Claims

Tuesday 6:00 - 9 p.m.

C39 Fraud Awareness and Prev.

Wednesday 6 - 9 p.m.

C110 Essentials of Loss Adjusting

Saturday 9 - 11:30 a.m.

C111 Advanced Loss Adjusting

Thursday 6:30 - 9 p.m.

C112 Practical Issues in Claims Mgmt.

Wednesday 6:30 - 9 p.m.

C120 Underwriting Essentials

Thursday 6:30 - 9 p.m.

C130 Essential Skills for the Insurance Broker & Agent

Wednesday 6 - 9 p.m.

Convocation Sponsors

The Insurance Institute of Ontario - Kawartha/Durham Chapter would like to thank our sponsors for their generous contributions

Award Sponsors:

Farmer's Mutual Insurance Co. (Lindsay)
Bryson & Associates Insurance Brokers Ltd.
OIAA – Kawartha Durham Chapter

FCIP/CIP Pin Sponsor:

Peterborough Insurance Brokers Association

Table Sponsor:

Intact Insurance

Graduate Sponsors:

Crawford & Company
McDougall Insurance Brokers Ltd.
Petley-Hare Ltd.
W.O. Insurance Brokers
Whitley Financial Services

Get Involved

Every day, hundreds of insurance industry professionals voluntarily give their time and talent to the Insurance Institute of Ontario and its local chapters. Their roles vary from a Career Connections ambassador to council members and exam proctors. Through our volunteers, we have successfully served and transformed professionalism in the insurance industry.

To become a volunteer contact:
kawarthadurhammail@insuranceinstitute.ca

Convocation 2012

The convocation for the Insurance Institute of Ontario - Kawartha/Durham Chapter was held on Friday, February 3, 2012 at the Ajax Convention Centre and was very well attended and organized beautifully by Elaine Porter and Heather Tanner.

The luncheon started out with our chapter president, Jackie Murison saying a few words and introducing the head table and then a delicious lunch was served. At the end of lunch the new graduates and their guests listened to motivational speeches by Vice President of Farmers' Mutual Ron Bouwmeister and Insurance Institute President Paul Martin.

There were an impressive number of new CIP graduates this year including:

Moeed Ahmed, CIP	Mark Jackson, CIP	Arthur Rwambiwa, CIP
Andrew Babcock, CIP	Mohamad Koubar, CIP	Bryan Schaafsma, CIP
Karen Beaney, CIP	Anita Larkin, CIP	Karen Spencer, CIP
Heather Bryan, CIP	Courtney Laskey, CIP	Susan Stokes, CIP
Candace Cleary, CIP	Kimberly MacCharles, CIP	Lisa Turner, CIP
Holly Davies, CIP	John Maison, CIP	Suzanne Vincent, CIP
Kimberley Decunha, CIP	Ayesa Paras, CIP	Wendy Ward, CIP
Kathleen Dupon, CIP	Devyn Pawley, CIP	Wendy Watson, CIP
Nadira Fredericks, CIP	Maria Philips, CIP	Jennifer Young, CIP
Karen Gilpin, CIP	Stephen Pottle, CIP	
Christine Gorley, CIP	Nausheen Rabbani, CIP	

And also impressive number of FCIP graduates including:

Jennifer Harper, FCIP	Deborah Moore, FCIP	Bassmatie Sieuraj, FCIP
Ann Maksan, FCIP	Cindy Nguyen, FCIP	

Once the certificates were all handed out, next was the opportunity to present awards to the Highest CIP In-Class Student, Top CIP and Top FCIP for 2011. These people truly deserve the extra recognition for their achievements and they are:

Highest CIP In-Class Student

Nina Sethi - Aviva Canada Inc.
Award sponsor: Bryson & Associates Insurance Brokers Ltd.

Top CIP

Candace Cleary, CIP - Crawford & Company (Canada) Inc.
Award sponsor: Farmers' Mutual (Lindsay) Insurance Co.

Top FCIP

Deborah Moore, FCIP - Intact Insurance Company
Award sponsor: OIAA - Kawartha-Durham Chapter

Congratulations to all the graduates and award winners of 2011! You truly have something to be proud of!! Where you go from here is up to you, but contributing to the Institute by proctoring exams, becoming a teacher of the courses or becoming an ambassador of the Institute are all great ways to give back and always appreciated!

Kawartha/Durham Council 2012



From left to right, Enrico Mastrangeli, Elaine Porter, Lisa McMillan, Steve O'Connell, Jackie Murison, Ron Bouwmeister, Ainsley Brush, Donna Francis.

Jackie Murison, CIP

Chair

Mukesh (Mike) Pahwa, CAIB, CIP

Past Chair

Enrico Mastrangeli, HBA, FCIP, CRM

Vice-Chair, Professional

Steve O'Connell, CIP

Vice-Chair, Academic

Lisa McMillan, BA(Hons), CIP

Secretary/Treasurer

Ainsley P. Brush, CIP, CAIB

CIP Course Coordinator

Cedric Banks, BA, CIP

Exam Coordinator

Alice VanVught, CIP

Seminar Chair

Elaine Porter, CAIB, CIP

Convocation Chair

Donna Francis, CIP, CAIB

Networking Event Committee Chair

Board Member

Ron Bouwmeister, FCIP

Cathy Plassaras, FCIP



Seminar

Breakthrough Communication How Can I Get Through To You?

Date: Friday, April 27, 2012

Time: 9:00 a.m. - 4:00 p.m.

Location: Farmers' Mutual Insurance Co. - 336 Angeline St S, Lindsay ON K9V 4R8

You will learn how to best communicate with all sorts of different types of people with all sorts of different types of personalities. Learn how to classify people - this will help you to read them, analyze them, respond to them, and diffuse them if needed.

Seminar Leader: Glenn Foster

Glenn is a former Atlanta police officer and polygraph examiner. He is an internationally recognized interview and interrogation specialist, who, with Frederick C. Link, is the originator of the highly regarded Kinesic Interview & Interrogation Technique.

\$180.00 - CIP Society Member fee (taxes included)

\$200.00 - IIO Member fee (taxes included)

\$285.00 - Non Member fee (taxes included)

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Beach Volleyball Tournament

CIP Society Volleyball Event

The Kawartha/Durham Chapter of the Insurance Institute of Ontario and the Durham Brokers Association will jointly host a beach volleyball tournament.

Date: Wednesday, September 5, 2012

Time: 3:00pm - 5:30pm

Location: Devil's Den Beach Volleyball - 745 Winchester Rd West (Hwy 7) Brooklin

Come out and network with other industry professionals while having fun playing volleyball! Individual and team registrations are welcome.

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www.insuranceinstitute.ca/kawarthadurham